

# Helping to Realize Energy and Cost Savings For Maryland Manufacturers

## *Round-Table Discussion*

# Purpose

- Provide an overview of resources available to Maryland manufacturers
- Discussions of how to internally justify energy-efficiency investments
- How to make energy-efficiency part of your business and management practices.

# Agenda

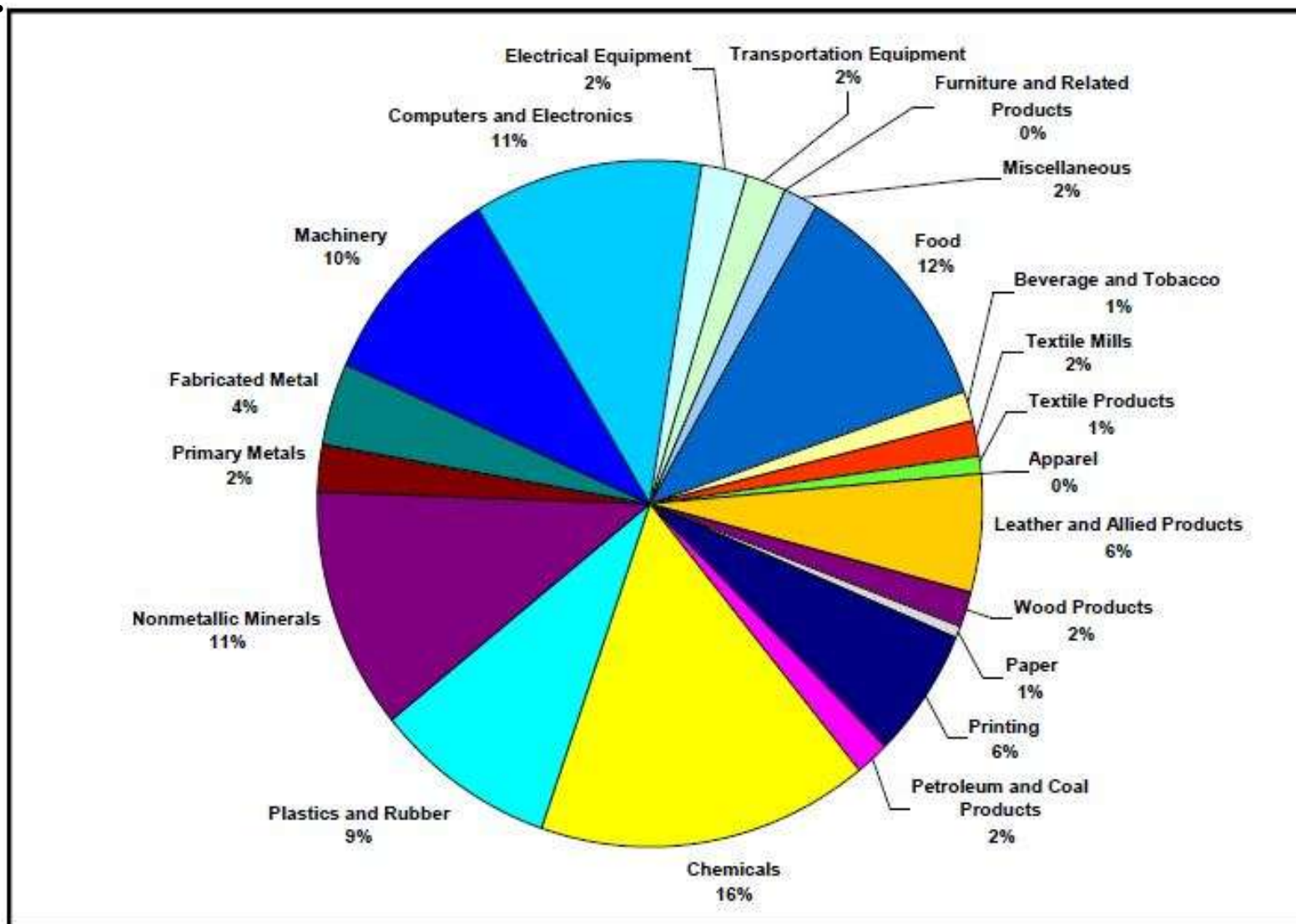
- Introduction, MEA Industrial Programs (**Nandini Mouli**, MEA)
- MD Utility Incentives (**Ed McGlynn**, ICF International)
- MEA Financial Incentives (**Dan Bresette**, MEA)
- Making the Business Case – Implementing Energy-Efficiency by Creating Internal Buy-In for your Projects (**Christopher Russell**, American Council for an Energy-Efficient Economy)
- Better Buildings - Better Plants: Superior Energy Performance: Tools and Practices for Taking your Energy Performance to the Next Level (**Andre DeFontaine**, US Department of Energy, Advanced Manufacturing Office)
- Q & A: Experiences with implementation of energy projects, successes, and failures (**Anna Shipley**, SRA International)

# MEA Energy Efficiency Goals and Focus for Industrial Sector

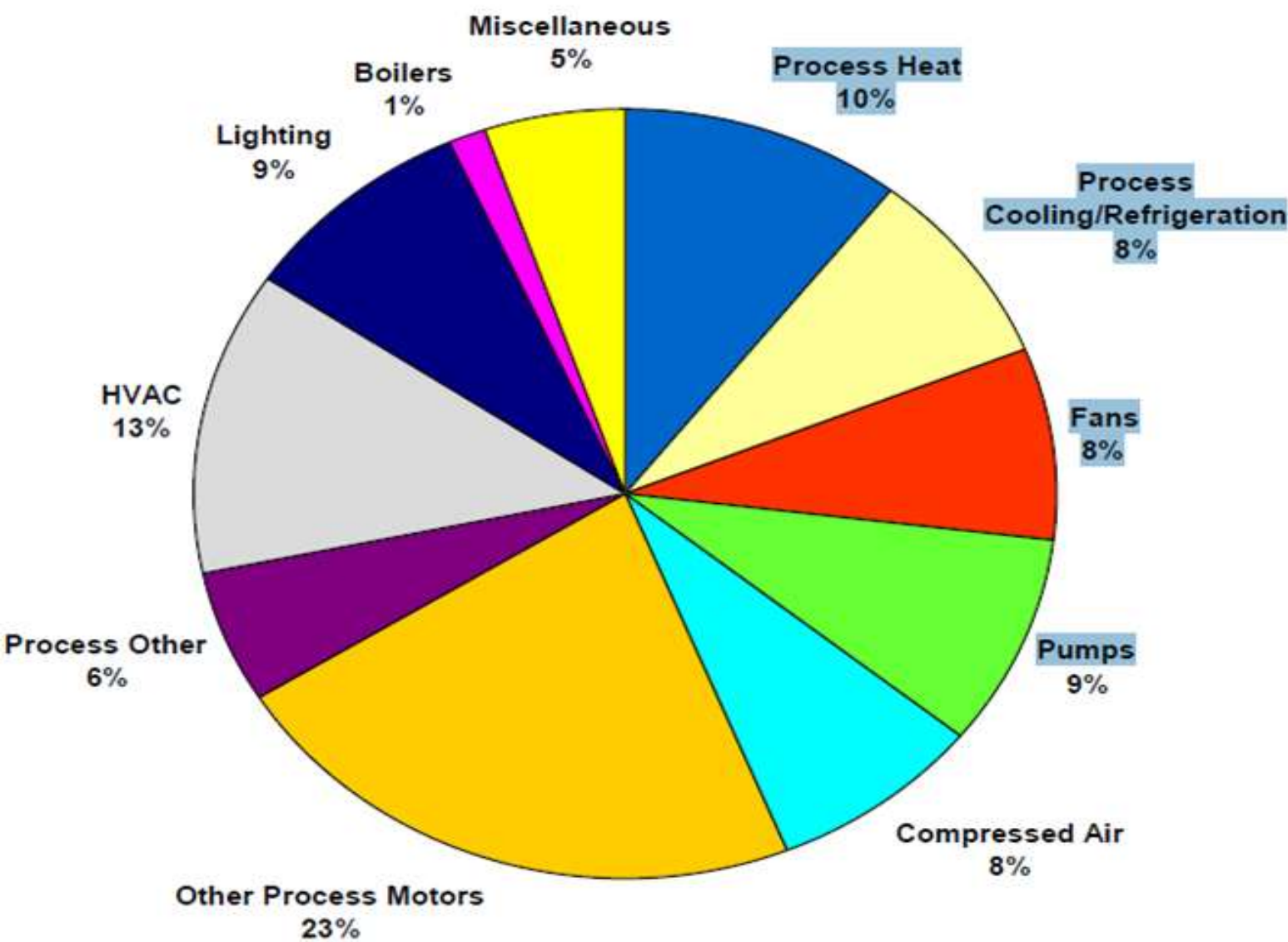
- EmPower MD: Reduce Per Capita Electricity Consumption and peak demand by 15%, 2015 relative to 2007 per capita usage (SB 205)
  - Efficiency potential by sector:
    - Industrial 13%
  - To-date 5% out of 15% has been achieved through policy, state and utility programs
  - Combined Heat and Power will enhance 1-3 % EE
    - a new initiative from MEA/Utility partners

# Electrical Energy Consumption Industrial

Industrial electricity consumption is ~ 29% of the total statewide electricity consumption



**Total Industrial Electric Energy Consumption by End Use (2,640 GWh)**



# Maryland Energy Administration (MEA) Support for your business

1. Strategic Technical Consultation
2. Strategic Financial Consultation
3. Lead you to other EE Programs





# MEA Support: *Strategic Technical Consultation*

Direct support to help you take the next step:

- Engineering assistance
- Equipment specification
- Evaluation of bids





# MEA Support: Leads You to Other Energy Efficiency Programs

**Maryland Energy**

ADMINISTRATION

*Powering Maryland's Future*



## Utility Rebate Programs

BGE  
Delmarva Power  
Pepco  
Potomac Edison (Allegheny Power)  
SMECO



## Innovative Technology Programs

Maryland's universities and  
technology incubators



## U.S. Department of Energy's Advanced Manufacturing Office

Including Mid-Atlantic  
Clean Energy Application Center



## Other resources to help your business or project

# Maryland Energy Administration Consultant Team



# MEA Support: *Strategic Financial Consultation*

1. Customized consultation on monetizing and evaluating energy decisions
2. Low-interest revolving loan (Jane E. Lawton Loan Program)



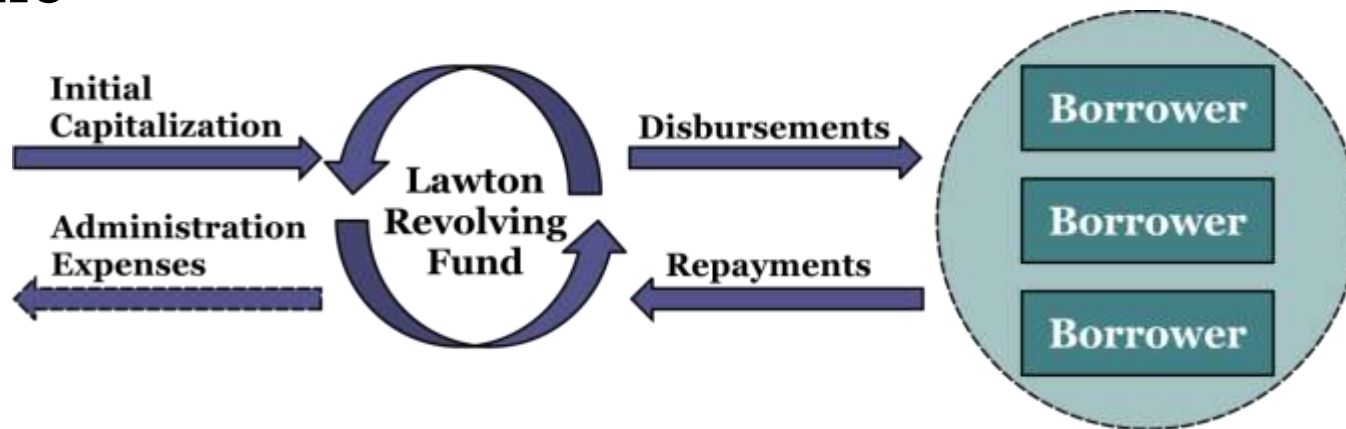
# *Strategic Financial Consultation -*

## Jane E. Lawton Conservation Loan overview

- Low-interest (2.5%) loans for energy efficiency and conservation improvements to structures
  - 67 projects financed with \$18 million since 1991
  - Businesses eligible to borrow since 2008
- Energy cost savings are used to repay the loan
- Complements utility rebates and other incentive programs

# Strategic Financial Consultation - Lawton Loan Background

- Lawton Loan funds “revolve”, allowing initial investment to support many borrowers over time



# Strategic Financial Consultation - Lawton Loan –FY2011 Successes

## One North Charles

- \$600,000 for lighting, optimization technologies
- **Combined with \$500,000 BGE rebate**—no upfront cost to borrower to implement
- Annual energy use reduced by 33%—2.6 million kWh
- **Annual cost savings: \$300,000**



## 2219 York Road

- \$51,000 for building optimization technologies and updated controls
- **Combined with \$53,000 BGE rebate**—less than 10% of total costs needed to implement
- Annual energy savings of 213,000 kWh
- **Annual cost savings: \$27,000**





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